

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Revasum, Inc.

ARBN

629 268 533

Quarter ended ("current quarter")

5 July 2020

Consolidated statement of cash flows	Current quarter \$US'000	Year to date (6 months) \$US'000
1. Cash flows from operating activities		
1.1 Receipts from customers	4,353	6,396
1.2 Payments for		
(a) research and development	(515)	(940)
(b) product manufacturing and operating costs	(2,172)	(4,870)
(c) advertising and marketing	(244)	(709)
(d) leased assets	-	-
(e) staff costs	(373)	(782)
(f) administration and corporate costs	(1,170)	(2,371)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	2	17
1.5 Interest and other costs of finance paid	(73)	(112)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(192)	(3,371)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(8)	(19)
(d) investments	-	-
(e) intellectual property	-	-

Consolidated statement of cash flows		Current quarter \$US'000	Year to date (6 months) \$US'000
	(f) other non-current assets (capitalized development costs)	-	(433)
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(8)	(452)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	19	19
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	2,913	3,413
3.6	Repayment of borrowings	(922)	(1,422)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	(189)	(379)
3.10	Net cash from / (used in) financing activities	1,821	1,631

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	3,025	6,838
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(192)	(3,371)

Consolidated statement of cash flows		Current quarter \$US'000	Year to date (6 months) \$US'000
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(8)	(452)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	1,821	1,631
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	4,646	4,646

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$US'000	Previous quarter \$US'000
5.1	Bank balances	481	369
5.2	Call deposits	4,165	2,656
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	4,646	3,025

6.	Payments to related parties of the entity and their associates	Current quarter \$US'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	160
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

Payment of Executive Director (CEO & CFO) salaries, along with payments of fees to Non-Executive Directors. .

7. Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$US'000	Amount drawn at quarter end \$US'000
7.1 Loan facilities – Bridge Bank Term Loan & PPP Loan (see 7.6 for split)	3,991	3,991
7.2 Credit standby arrangements	-	-
7.3 Other (Revolving Credit Line)	1,496	-
7.4 Total financing facilities	5,487	3,991
7.5 Unused financing facilities available at quarter end		1,496
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

On 30 July 2019, the Company closed a US\$10.0 million business financing agreement with Bridge Bank, a division of Western Alliance Bank (NYSE: WAL). The new \$10.0 million facility is comprised of:

- US\$8.0 million working capital revolving credit line ("**Revolving Credit Line**")
- US\$2.0 million term loan line of credit ("**Term Loan**")

The amount of liquidity available under the US\$8.0 million Revolving Credit Line is based upon the Company's balances and composition of eligible customer receivables and inventory, as well as other factors. Amounts borrowed under the Revolving Credit Line mature and become due and payable in 24 months, unless extended by the parties. The Revolving Credit Line bears interest at a rate equal to 0.5% above the Prime Rate. The amount currently available for draw as at 5 July 2020 was US\$1.5 million.

The US\$2.0 million Term Loan provides funds for the funding of capital expenditures and other corporate purposes through April 2020, at which time amounts funded under the Term Loan then become payable in 27 equal monthly installments commencing on 1 May 2020. The term loan bears interest at a rate equal to 0.75% above the Prime Rate. As at 5 July 2020, the remaining outstanding balance on the Term Loan was US\$1,777,778.

As at 5 July 2020, Bridge Bank had declared a default on the loan as the Company had not maintained the required Adjusted Current Ratio for the periods ending January, February and March 2020. As such US\$1.86 million of the cash balance (105% of the outstanding term loan) was restricted.

The facility is secured by all the assets of the Company.

On 27 July 2020, the Company signed a Business Financing Modification Agreement with respect to the Bridge Bank facility. The key modifications to the agreement were as follows:

- Bridge Bank waived the existing default on the loan described above.
- The Company may prepay all, but not less than all, of the Term Loan without premium or penalty.
- The Adjusted Current Ratio covenant is amended – the Company anticipates that this will enable it to be covenant compliant going forwards.
- The maturity date is extended to July 31, 2022.
- The Company must at all times maintain unencumbered cash in a Pledge Account of 105% of the outstanding Term Loan.

On 21 April 2020, the Company received loan proceeds of US\$2,213,100 under the Payment Protection Program ("**PPP**") provisions of the CARES Act.

The PPP provides a mechanism for forgiveness of up to the full amount borrowed after eight weeks, as long as the borrower uses the loan proceeds during the twenty four week period after the loan origination for eligible purposes, including payroll costs, certain benefits costs, rent and utilities costs or other permitted purposes, and maintains its payroll levels, subject to certain other requirements and limitations. The amount of loan forgiveness is subject to reduction for numerous reasons, including if the borrower has recently, or during the twenty-four-week period after loan origination, terminate employees or reduce salaries.

The PPP Loan is evidenced by a promissory note ("**Note**") given by the Company as borrower to Western Alliance Bank, an Arizona Corporation, as the lender. The PPP Loan is unsecured and is guaranteed by the U.S. Small Business Administration. The interest rate on the Note is 1.0% per annum. Any unforgiven portion of the PPP Loan is payable over a two-year term, with payments deferred for seven months from the date of the Note. The Company is permitted to prepay the Note at any time without payment of any premium.

8.	Estimated cash available for future operating activities	\$US'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(192)
8.2	Cash and cash equivalents at quarter end (item 4.6)	4,646
8.3	Unused finance facilities available at quarter end (item 7.5)	1,496
8.4	Total available funding (item 8.2 + item 8.3)	6,142
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	32
<p><i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i></p>		
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	<p>Answer:</p> <p>Whilst the calculation above indicates that the Company will have funding available to cover 32 quarters of operations, management believe that the operating outflows will increase in subsequent quarters, and therefore funding will only be available based on current sources for a more limited period.</p> <p>Whilst the Company has cash and cash equivalents at quarter end of US\$4.65 million, as at the half-year end date the Company was in a default period with respect to the Bridge Bank Term Loan, as such US\$1.86 million of the cash balance (105% of the outstanding term loan) was restricted. Available cash net of restricted cash at quarter end was US\$2.79 million. As described above, subsequent to the period end on 27 July 2020 the Company signed an amendment to the Bridge Bank Financing Facility. From this date, the Company must hold 105% of the outstanding term loan in a "Pledge Account" at all times. As such, these funds are not available to support operating activities.</p> <p>Taking this into account, the total available funding at quarter end was US\$4.29 million.</p> <p>Management estimate the operating cash outflows for each of Q320 and Q420 to be between US\$1.0 million and US\$1.5 million. As such, the Company is currently estimated to have between 2 and 3 quarters worth of funding available based on the current cost structure and financial projections.</p>	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
	<p>Answer:</p> <p>As described above, post quarter end on 27 July 2020, the Company signed an amendment to the Bridge Bank Financing Facility. Part of this amendment was to amend to Adjusted Current Ratio calculation. As a result of this, the Company expects to have further availability on the Revolving Credit Line.</p> <p>The Company is also exploring potential debt financing opportunities.</p>	

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer:

The entity expects to be able to continue its operations and to meet its business objectives. Management are in the process of taking action to reduce ongoing operating costs.

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 28 July 2020.....

Authorised by: The Board.....
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.